



2005 ITC WORLD TRADE SERIES

Seminar V: Doing Business in China

Date: May 25, 2005; Registration: 12:45 PM; Seminar 1:00 PM – 5:00 PM

Location: The Reardon Center (Hilton Garden Inn), Kansas City, KS

Tough business challenges and enormous opportunities! The program will provide an overview of China today and tomorrow by evaluating economic trends, the implications of China's World Trade Organization membership, and the current economic challenges facing the country. Speakers will confront the practical problems of doing business in China, including the do's and don'ts, and discuss some of the ways that local companies can make use of new technologies to improve their ability to attract and pursue quality trade leads for China.

12:45 – 1:00pm	Registration
1:00 – 1:10pm	Welcome Address Don Shanks, Attorney at Law (Moderator) Susan Ballew, President, Greater Kansas City International Trade Council Mary Pyle, Managing Director, Greater Kansas City World Trade Center
1:10 – 1:50pm	Business Climate Overview Kris Knutson, Trade & Investment Policy Analyst, Chinese Services Group – USA Deloitte & Touche LLP
1:50 – 2:30pm	WTO Compliance Issues and Market Opportunities Bruce Blakeman, Special Counsel to the Secretary of Commerce, Beijing, China US Department of Commerce
2:30 – 3:00pm	Private Sector Development in China Tailan Chi, Associate Professor, University of Kansas School of Business
3:00 – 3:10pm	Break
3:10 – 3:45pm	Export Marketing Tools & Tips Jeff Willis, President, China Leads, LLC
3:45 – 4:20pm	Working with Chinese Manufacturers Dan Krouse, Operations Vice President, Hallmark Global Services, Inc.
4:20 – 5:00pm	Entering the China Market through Acquisitions and Franchising Yabo Lin, Partner, Sonnenschein Nath & Rosenthal LLP Zack Dong, Of Counsel, Sonnenschein Nath & Rosenthal LLP

The ITC would like to thank the World Trade series promoters: Hispanic Chamber of Commerce, International Office of Kansas City Trade and Foreign Affairs, Kansas City U.S. Export Assistance Center, Kansas City Sister Cities Association, Kansas City SmartPort, KC SourceLink, KU-CIBER, and the World Trade Center of the Greater Kansas City Chamber of Commerce.

World Trade Series Registration

Return registration form and payment to: ITC, 20 E. 5th St., Ste. 200, Kansas City, MO 64106
Tel: 816-471-2288 Fax: 816-421-5500 Email: info@itckc.org
Payment must accompany registration. Cancellation notice applies.

Attend 3 or more World Trade seminars and receive a 12% discount. Go online to www.itckc.org!
Nonmembers attend all 5 programs and receive a complementary 2006 annual membership.

May 25: Doing Business in China Member \$70 Nonmember \$85 Student\$40

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CANCELLATION POLICY: To guarantee placement, your registration with payment must be received 4 business days prior to each program. The fee is not refundable after 4 business days prior to each program. Walk-in registration, if space is available. You may substitute participants at any time.